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Message Text

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ACTION OES-09

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PASS TO RICHARD BARNES, NASA

E.O. 11652: N/A
TAGS: BENC, BEXP, ETEL, TSPA, IN
SUBJECT: LANDSAT GROUND STATION CONTRACTS GO TO US FIRMS

1. EMBASSY HAS BEEN INFORMED THAT ON JULY 4, 1978 CONTRACT WAS SIGNED BETWEEN REPS OF AERONUTRONIC OVERSEAS SERVICE INC. (AOSI), A WHOLLY OWNED SUBSIDIARY OF FORD AEROSPACE & COMMUNICATIONS CORP; HOUSTON, AND THE NATIONAL REMOTE SENSING AGENCY (NRSA), HYDERABAD, FOR EARTH STATION DATA PROCESSING SYSTEM VALUED AT DOLS 1.55 MILLION. CONTRACT FOR THE ANTENNA SYSTEM (DOLS 680,000) WENT TO SCIENTIFIC ATLANTA (SA) ALTHOUGH AOSI HAD BID TOTAL SYSTEM. HOWEVER, NRSA FOUND IT CHEAPER TO PURCHASE ANTENNA SYSTEM SEPARATELY FROM SA. TOTAL PROJECT COST IS PUT AT DOLS 3 MILLION.

2. AOSI'S ONLY COMPETITOR WAS MCDOWELL ASSOCIATES (MDA), CANADA, WHICH OFFERED A TOTAL PACKAGE (STATION/PROCESSING AND ANTENNA) FOR ABOUT DOLS 300,000 LESS. AS NEGOTIATIONS BECAME TOUGHER TOWARD END, WE ARE TOLD MDA HELPED BY CANADIAN GOVT SUBSIDIES KEPT LOWERING ITS BID UNTIL REPORTEDLY COMPANY LOST ITS CREDIBILITY.
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3. AOSI'S STRONG POINT SWERE ITS APPROACH TO TECHNOLOGY TRANSFER. US FIRM SIGNED LICENSING AGREEMENT WITH NRSA FOR MANUFACTURE OF SPECIAL EQUIPMENT WITHIN DATA PROCESSING UNIT ALTHOUGH THIS WILL NOT APPLY TO CURRENT PROJECT. NRSA PERSONNEL ARE ALSO TO INSTALL EQUIPMENT UNDER AOSI'S SUPERVISION YET FORD WILL PROVIDE FULL GUARANTEES.

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4. CONTRACT CALLS FOR EQUIPMENT DELIVERY BY MAY 10, 1979, BUT DOES NOT CALL FOR AN OPERATIONAL DATE. IT IS UNDERSTOOD HOWEVER, GOI ANXIOUS TOBEGIN OPERATIONS AS SOON AS POSSIBLE. WHEN INSTALLED THE GROUND STATION WILL OPERATE ON A REAL TIME BASIS. DIGITAL IMAGERY TRANSMITTED FROM LANDSATS WILL BE CONVERTED INTO HARD COPY COLOR PHOTOGRAPHS AFTER PASSING THROUGH DATA PRE-PROCESSING AND PROCESSING MODES.

5. ABOUT 11 OR SO INDIAN PERSONNEL ARE TO BE ASSIGNED TO HOUSTON FIRM FOR ABOUT 10 MONTHS BEGINNING LAST WEEK JULY 1978, AND 2 TO 3 TO SCIENTIFIC ATLANTA.

6. FOR NRSA, CONTRACT WAS SIGNED BY WING COMMANDER RAO, EXE-CUTIVE DIRECTOR, AND WING COMMANDER RANGANATH, SENIOR ADMINIS-TRATIVE OFFICER, AND FOR AOSI BY ROBERT BENWARE, VP, AND DOUGLAS E. MATLOCK, MANAGER FINANCE. CONTRACT WAS WITNESSED BY BIPIN R. KAPIDIA, PRESIDENT KAPIDIA ASSOCIATES (HOUSTON) WHO SERVED AS CONSULTANT TO FORD.

7. COMMENT: SINCE GOI AND FORD ARE HIGHLY SENSITIVE TO PROJECT PUBLICITY, ESPECIALLY CONCERNING COST DATA IN VIEW OF CANADIAN FIRM'S LOWER BID, THE ABOVE INFORMATION SHOULD BE CONSIDERED STRICTLY PROPRIETARY AND HANDLED ACCORDINGLY.
GOHEEN

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